

Message Text

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ACTION EA-12

INFO OCT-01 ISO-00 CIAE-00 INR-10 NSAE-00 PA-01 ICA-11
SP-02 PM-05 SS-15 EB-08 TRSE-00 /065 W
-----014543 300518Z /62

R 280311Z SEP 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 1572
INFO SECDEF WASHDC
CNO WASHDC
CINCPAC HONOLULU HI
COMUSJAPAN YOKOTA AB JA

C O N F I D E N T I A L TOKYO 17395

EO 11652: GDS
TAGS: MASS, EAIR, JA
SUBJECT: PRESS REPORTS ON LOCKHEED-UNIVAC COMPETITION ON
. P-3C

1. SEPTEMBER 26 ASAHI FRONT-PAGED A REPORT OF INTENSE LOCKHEED-UNIVAC RIVALRY FOR THE GROUND SUPPORT COMPUTER CENTER (GSCC) CONTRACT FOR THE P-3C SYSTEM AND STATED THAT THE JDA HAD SET UP A SPECIAL "INVESTIGATION COMMITTEE" TO REVIEW THE PROCUREMENT PROCESS THUS FAR AND TO MAKE A DECISION ON THE ULTIMATE CONTRACT AWARD. STORY NOTED THAT JDA HAD ORIGINALLY EXPECTED GOVERNMENT-TO-GOVERNMENT PURCHASE THROUGH FMS BUT THAT THIS HAD BEEN "REJECTED" BY US RESULTING IN CONTRACTOR COMPETITION. ARTICLE WENT ON TO RAISE SPECTER OF UNANSWERED QUESTIONS OF LOCKHEED SCANDAL EMERGING AGAIN IN LIGHT OF FACT LOCKHEED HAD BEEN PERMITTED TO RESUBMIT ITS BID AFTER UNIVAC'S WAS INITIALLY LOWER.

2. INFORMATION ON WHICH ASAHI REPORT WAS BASED WAS ALMOST CERTAINLY LEAKED FROM WITHIN JDA AND WAS SOMEWHAT DISTORTED BY THE TIME IT WAS PUBLISHED. SENIOR JDA OFFICIALS ARE CONCERNED THAT INTENSE LOCKHEED-UNIVAC RIVALRY MIGHT HAVE
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UNFAVORABLE PUBLIC AFFAIRS IMPACT AND HAS SOUGHT EMBASSY (MDO) GUIDANCE CONCERNING WHICH CONTRACTORS USN HAD SELECTED FOR VARIOUS ASPECTS OF P-3C PROGRAM FOR POSSIBLE USE AS CRITICISM-PROOF PRECEDENT. LIKEWISE A COMMITTEE WITHIN JDA IS STUDYING THE GSCC CONTRACT, BUT THIS ITSELF IS ROUTINE AS INTEREST IN P-3C CUTS ACROSS BUREAUCRATIC LINES WITHIN JDA'S EQUIPMENT BUREAU INVOLVING BOTH

AIRCRAFT DIVISION AND COMMUNICATIONS DIVISION. REFERENCE TO US "REJECTION" OF FMS PURCHASE WAS BASED ON NAVY RECOMMENDATION THAT JAPAN PROCURE GSCC COMMERCIALY AS IT WOULD BE A UNIQUE SYSTEM WHICH COULD NOT BE BOUGHT "OFF THE SHELF" THROUGH USN CHANNELS. JDA HAS NEVER FORMALLY REQUESTED FMS PROCUREMENT OF GSCC.

3. THERE HAS BEEN NO PRESS FOLLOWUP TO INITIAL ASAHI STORY AND JDA SOURCES BELIEVE THIS INCIDENT WILL NOT HAVE SERIOUS RAMIFICATIONS UNLESS ADDITIONAL FALLOUT FROM LOCKHEED-UNIVAC COMPETITION PROVIDES FUEL FOR FURTHER PRESS REPORTS. MANSFIELD

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Draft Date: 28 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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